

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
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R 261429Z FEB 76

FM AMEMBASSY MOSCOW

TO USDOC WASHDC

INFO SECSTATE WASHDC 512

UNCLAS MOSCOW 2990

USDOC FOR BEWT/TPB

E.O. 11652: N/A

TAGS: BEXP, UR

SUBJECT: BDO'S AT SOVIET TRADE FAIR

REF: USDOC 2906

1. COMMERCIAL OFFICE IS SCEPTICAL THAT CATALOGUE OPERATION DESCRIBED PARA 2 REFTTEL WOULD PROVE SUCCESSFUL IN USSR. HOWEVER, IT MIGHT BE USEFUL TO TRY THIS TECHNIQUE AT ONE SOVIET SPECIALIZED EXHIBITION, PROVIDED COSTS INVOLVED COULD BE LARGELY JUSTIFIED IN TERMS OF SERVICES WHICH BDO COULD SUPPLY TO U.S. FIRMS PARTICIPATING IN EXHIBITION. IN COMOFF'S VIEW, IT WOULD ALSO BE NECESSARY TO SEND AN INDUSTRY SPECIALIST TO THE EXHIBITION IN ORDER TO ANSWER QUESTIONF OF SOVIET VISITORS. MEMBER OF COMOFF STAFF WOULD NOT RPT NOT

BE TECHNICALLY QUALIFIED TO RESPOND TO QUESTIONS.

2. TURNING TO CONCRETE CASE OF MINSK EXHIBITION, COMMERCIAL ATTACHE WAS ADVISED FEBRUARY 26 BY CHAMBER OF COMMERCE/INDUSTRY OFFICIAL RESPONSIBLE FOR THIS EXHIBITION THAT NO RPT NO U.S. FIRMS HAD AGREED TO PARTICIPATE THUS FAR. CHAMBER OFFICIAL (G. SOLOMATIN) ADVISED THAT CHAMBER HAD HOPED TO ATTRACT INTERNATIONAL HARVESTER AND CERES INTERNATIONAL TO MINSK EXHIBITION BUT BOTH FIRMS HAVE SO FAR AVOIDED MAKING FIRM COMMITMENT. (COMMENT: LOCAL INTERNATIONAL HARVESTER REP INFORMED COMATT FEBRUARY 26 THAT IH DEFINITELY WOULD NOT RPT NOT TAKE PART IN MINSK EXHIBITION. BEWT/TPD MIGHT WISH TO CHECK WITH FRANK SZEKLER OF CERES TO DETERMINE WHETHER THAT FIRM

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INTENDS TO TAKE PART. END COMMENT). SOLOMATIN ALSO AGREED TO

PROVIDE COMMOFF WITH LIST OF ALL U.S. FIRMS INVITED TO MINSK EXHIBITION. WHEN RECEIVED FROM CHAMBER, THIS LIST WILL BE POUCHED TO BEWT/TPD.

3. COMMENT: IN VIEW OF UNPROMISING SITUATION AS FAR AS U.S. PARTICIPATION IN MINSK EXHIBITION IS CONCERNED, COMMOFF DOES NOT PROPOSE AT THIS TIME TO APPROACH CHAMBER REGARDING POSSIBILITY OF BDO. SHOULD SUBSTANTIAL NUMBER OF U.S. AGREE TO TAKE PART IN SHOW COMOFF COULD DISCUSS BDO POSSIBILITY WITH CHAMBER. WE WOULD WELCOME BEWT'S COMMENTS ON POSSIBLE PARTICIPATION OF INDUSTRY EXPERT AS DISCUSSED IN PARA ONE ABOVE.

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